



J&B Aviation Services Army Aviation Support Manager:

Description:

ITW/J&B Aviation Services is the leader in 400Hz/Pre-Conditioned Air (PCA) for Aircraft in the U.S.A. We are an equipment solutions provider, with the most extensive selection of high end, optional product placement with support in the industry. We pride ourselves on serving the government and military services worldwide along with the commercial aviation industry. We own over 90% of the market with some of our core products and are intensely focused on providing cost effective, state-of-the-art solutions to any platforms, flight line, hangars, back shops or Ground Support Equipment (GSE) shops requiring aircraft GSE support. We offer great benefits, competitive pay, and an opportunity to grow professionally while supporting our men and women in uniform both domestically and overseas.

We are seeking an Army Aviation Support Manager for in house and some outside support. The person filling this position will ideally work out of the Vacaville, CA office.

Duties:

- Represent J&B products and services to ARMY customers, contractors, OEM's and FMS customers.
- Carry out activities in order to meet company defined goals.
- Provide management for project support, sales projections, account projections and develop new products.
- Work with support teams (other sales team members, purchasing, accounting, warehouse, etc.) to ensure that all information is up to date in the system and that processes are met in a timely fashion.
- Provide outstanding customer service, regularly following up on closed sales to ensure delivery and quality was as promised.
- Meet face to face, occasional travel (as needed based upon customer needs) to prospectively develop new business ventures, products and projects.



Qualifications:

Minimum Requirements

- Minimum 4 years of service in the ARMY & National Guard or 5 years' experience working with the ARMY or National Guard in GSE related position.
- 2 year's experience in purchasing or logistics for the military
- Bachelor's degree is preferred or equal work experience with having over 20yrs of service connected experience with GSE, Purchasing, management and flight line experience with aircraft.
- Must be familiar with Helicopter and aircraft GSE requirements.
- Must be able to attain a TOP Secret clearance.
- 4 year's experience with MS Office tools, email, etc.
- Must be able to meet with customers outside under all weather conditions and must be able to travel by plane and/or plane for long distances from city to city and state to state.
- Must hold valid Government I.D. card.
- Must understand National Stock Number (NSN) system
- Must be able to work with Foreign Military Sales (FMS)

Desired Qualifications

- Must be a self-starter with a will and desire to be the best at what you do.
- Must have a no-fail attitude.
- Must be highly organized and able to perform duties.
- Must be an excellent communicator both verbal and written.
- Must be comfortable meeting and briefing all levels of the chain of command.
- Needs to understand basic business financial concepts and be able to budget expenses in a cost effective manner.
- Understanding of government contracts and purchasing.